

Ordering/Corporate Agreements Policy - 5.2.P (12/15/99)

[Last Update: \(12/15/99\) BDenman:dal - 5.2.P.0](#)

[Background - 5.2.P.1](#)

[Policy - 5.2.P.2](#)

[Guideline - 5.2.G](#)

Last Update: (12/15/99) BDenman:dal - 5.2.P.0

This policy has been reformatted for placement on Sandia's External Web site.

Background - 5.2.P.1

Ordering Agreements (OAs) are nonexclusive agreements with a Contractor under which the Contractor agrees to sell at prices and Terms and Conditions (Ts&Cs) specified in the OAs. OAs are procurement techniques that permit SNL and the Contractor to negotiate Ts&Cs, prices, discounts, FOB, deliveries, length of agreement, and prompt payment discount. Orders can then be placed against the OA, utilizing all the previously negotiated Ts&Cs.

An OA is not to be established for orders issued against General Services Administration (GSA) Federal Supply Schedule (FSS) contracts. However, computer-generated orders or delegated orders may be issued against a GSA contract. Lockheed Martin Corporate (LMC) and Engineering Process Improvement (EPI) Agreements are agreements available for obtaining


discounted pricing for various types of products/services.


Policy - 5.2.P.2

It is SNL's policy to utilize an OA whenever it is in SNL's best interest to do so. Once the OA is negotiated, abbreviated orders (less Ts&Cs) may be issued against the OA without further solicitations and Contractor responses. Each order shall be treated as a discrete procurement action. An OA negotiated by any SCR is available for use by all other SCRs subject to commodity/work assignments and SCR commitment authority.

Lockheed Martin Corporate (LMC) and EPI Agreements shall be utilized, whenever feasible, in order to obtain discounted pricing for SNL.

Send feedback on ideas and information on this page to the Process Expert, Bertie Denman.

{PRIVATE "TYPE=PICT;ALT=[mailto:]"}  [Bertie Denman](#)

{PRIVATE "TYPE=PICT;ALT=[Mail to:]"}  [Frank Lujan III](#)
